



EDUCATIONAL INSTITUTIONS

LONG LIVE
YOUR BUILDINGS



 **TREMCO** |  **wti**
Roofing and Building Maintenance
Cooperative Contracts
TRUST IN EXPERIENCE. STRENGTH IN NUMBERS.



AEPA #017-F: Roofing & Building Envelope Services



Tremco/WTI has been awarded the AEPA contract since 2001



Tremco awarded 2001, 2005, 2009, 2013, 2017



KCDA a founding member of AEPA



Tremco services WA, OR, AK, ID through the KCDA contract



Tremco has performed over 6,000 project through cooperative contracts



185+ Projects in WA- [06/2014 through 04/2020]

COOPERATIVE PURCHASING THROUGH THE KCDA



LARRY LEHRKE
Regional Lead



DESIREE HUFF
Lead Regional
Administrator



PAIGE SARKKINEN
Regional
Administrator



MICAH YOUNG
Regional Spec Writer



Gerett Habitz
Grainger Regional
Manager

OR

AK

WA

ID

MT

CO

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UT

WY



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Sales Rep



**ANDREW
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Roofing Advisor



PAUL CASSIDY
Sales Rep



JARED BARNES
Sales Rep



JOSH DUPLER
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CHAD FORD
Sales Rep



**DANNY
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Sales Rep



**AARON
CASEBOLT**
SRT



**BRYAN
PULLIAM**
SRT



**KEITH
SCHWARTING**
Sales Rep



**CHRIS
DELEONE**
Sales Rep



TIM SCHULTZ
Sales Rep



**CRAIG
McCULLOUGH**
Sales Rep



DAVE MOUSEL
Sales Rep



**TANNER
GRAHAM**
Sales Rep



**JEREMIAH
BURTON**
Roofing Advisor

Washington

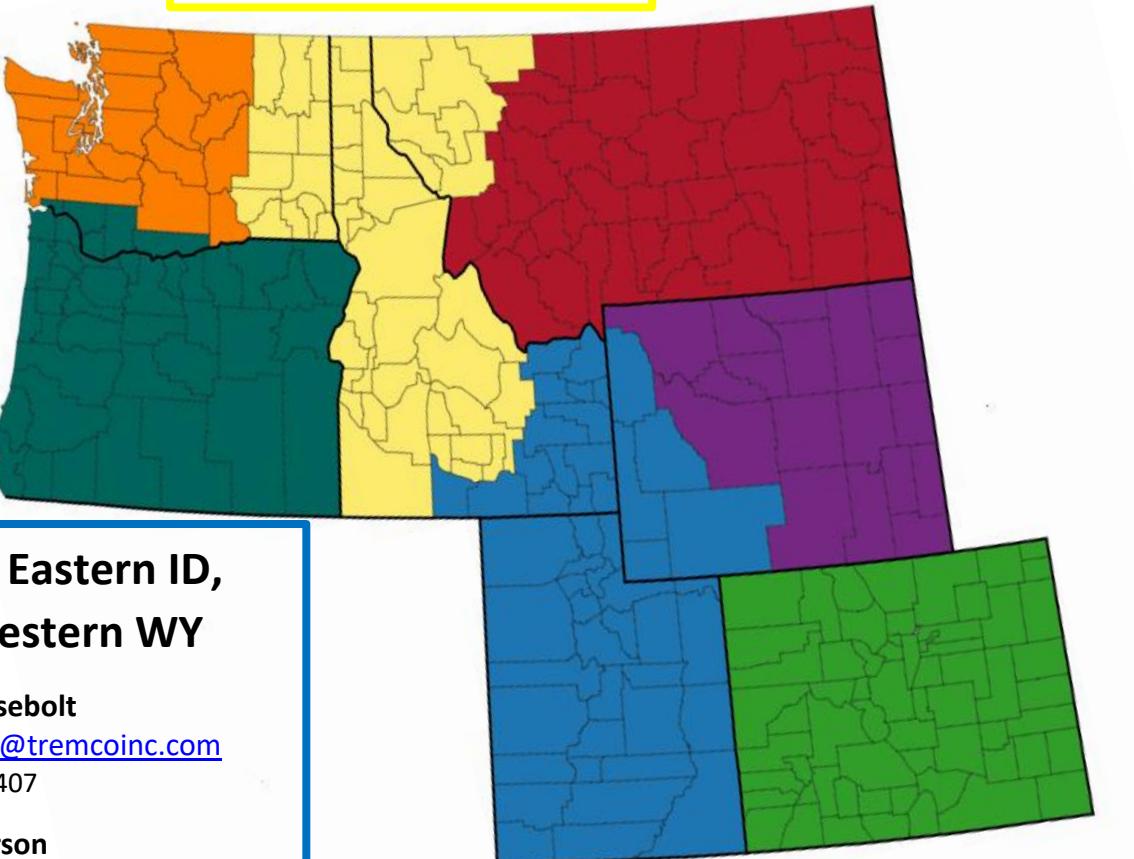
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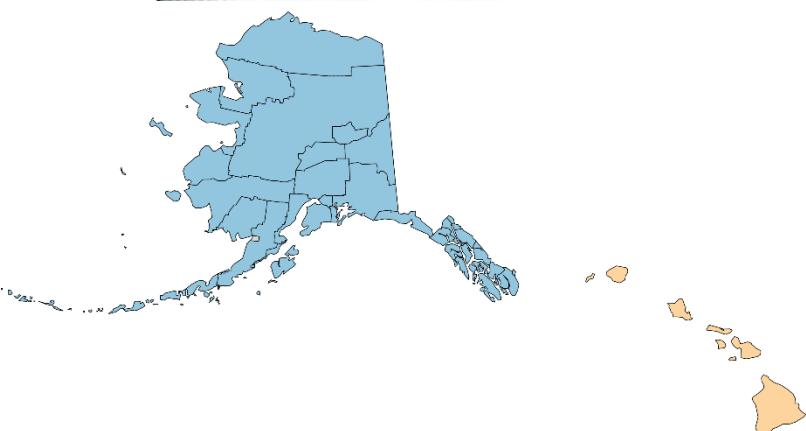
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FOUR PILLARS

TREMCO ROOF MANAGEMENT PROGRAMS

Roofs may be out of sight, but from the moment a roof is installed it should not be out of mind. If you neglect even the highest quality roofs for too long, the consequences are inevitable – premature failures that result in operational disruptions and unplanned expenses. Serious comfort, health and safety issues may also result. *So, what to do?*

Reduce Risk



RISK MANAGEMENT

Accept

Reduce

Strategy

Transfer

Control

We understand the role of risk management in organizational decision-making. Our processes reflect our ability to help you identify, assess and prioritize your roofing inventory so you can make decisions in relation to minimizing risk and the resources required to meet your risk management objectives.

1

2

3

4

Eliminate Disruptions



When roofs leak or otherwise fail prematurely, the consequences often go well beyond repair and construction costs. Consequential damages – both interior structural damage and classroom disruptions – can escalate quickly. Our programs are developed to ensure your most vulnerable interiors are kept dry to eliminate costly disruptions.

Improve Comfort, Health And Safety



4

Maximize Return On Investment



As the first line of defense against weather and other contaminants, your roofs and building envelopes not only keep your buildings dry, but also sustain desired temperature and humidity, and protect students and faculty from potentially hazardous pollutants. Which is why our plans can include building envelope solutions to ensure your roofs and building envelopes work in concert to keep your buildings dry.

Obviously every dollar counts, especially when budget constraints and deferred maintenance projects continue to escalate simultaneously. In accordance with your short-term and long-term building objectives, we'll show you how to avoid the high cost of premature roof failures and emergency repairs so your money goes farther and you can deploy your resources to other facility needs.

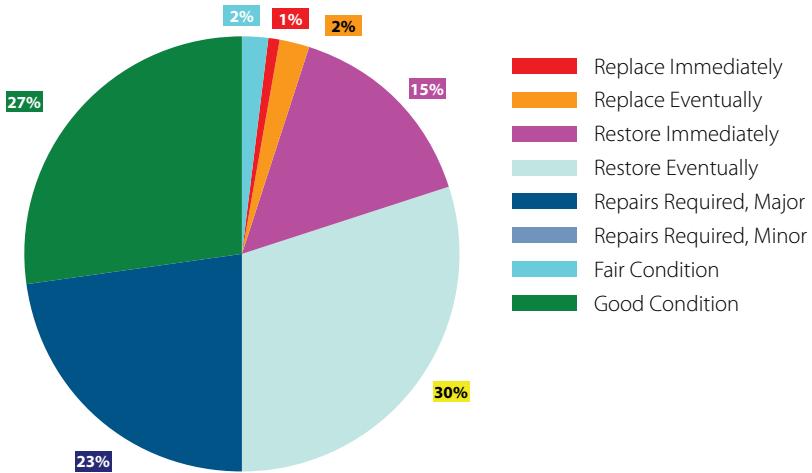
Consider a Roof Management Program customized by Tremco Roofing.

Tremco Roofing Management: The Methodology that Works.

PHASE 1 **The facts.** Know what you have.

The age, structural components and condition of each roofing system within your inventory are professionally evaluated to determine their current and projected performance life. No matter how complex or aged your roofs, or how many types of roofing systems across your district, we have the organizational resources and technical know-how to build detailed profiles, recommendations and budgets for each roof.

And with OLI® (Tremco Roofing's on-line information management system), accurate and real-time information is at your fingertips 24/7. You can even download your data directly into your own facility management system.



PHASE 2 **The plan.** Match priorities to budgets.

With detailed roof-by-roof data on hand, we'll rank the condition of every roof system in your inventory so you can see which roofs are in good shape, which need some level of care, and which are at the greatest risk for failure. Then we'll work with you to define a schedule of housekeeping, maintenance, repair, restoration or replacement to maximize the performance of all your roofs. And we'll do it all within your budget so it's a real-world plan you can take to the bank.

Phase 3 **Execution.** Work the plan.

Simply put, we put into action the recommendations you decide to implement. Following an agenda of priorities, we can assume responsibility for housekeeping, maintenance, repair and leak response services for the duration of your roof management program. And roof restoration and replacement projects are also projected so they can be reflected in your budget plan and construction project schedule.

